

# REPORT *The Inside*

URBAN MUNICIPAL

NOV 26 1987

GOVERNMENT DOCUMENTS

NEWS AND VIEWS FROM THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE

November, 1987

## THOUGHT FOR THE MONTH

LEADERS HAVE TWO IMPORTANT CHARACTERISTICS: FIRST, THEY ARE GOING SOMEWHERE; SECOND, THEY ARE ABLE TO PERSUADE OTHER PEOPLE TO GO WITH THEM.

## TWO MAJOR EVENTS IN DECEMBER

### PRESIDENTS' PANEL

"AN ECONOMIC FORECAST FOR 1988"

Wednesday, December 2, 1987  
Holiday Inn of Hamilton

'No Host' Reception - 5:00 p.m.  
Dinner - 6:00 p.m.  
Program - 7:00 p.m.

#### - PANELISTS -

- \* JOHN A. POLLOCK, Chairman, President & Chief Executive Officer  
Electrohome Limited
- \* E. B. (TED) PRIESTNER, President & Chief Executive Officer  
Westinghouse Canada Inc.
- \* JOHN E. CLEGHORN, President  
The Royal Bank of Canada
- \* WALTER B. TILDEN, Chairman  
Tilden Rent-A-Car System Ltd.  
Chairman, Tourism Industry Assn. of Canada

CHAMBER MEMBERS \$35.00  
NON-MEMBERS \$45.00

TABLES \$250.00

### PRESIDENT'S

### CHRISTMAS BUFFET

\* \* \* \* \*

EXECUTIVE DINING ROOM

\* \* \* \* \*

NOON TO 2:30 P.M.

DECEMBER 21ST TO 24TH

\* \* \* \* \*

"A LAVISH ARRAY OF THE FOODS  
OF THE SEASON"

\* \* \* \* \*

TO RESERVE YOUR TABLE

CALL MRS. SHARON MARAFON

527-7241

## DID YOU KNOW.....

---

Throughout its' 142 year history The Hamilton and District Chamber of Commerce has proven time and time again that it is an innovative and creative organization.

The following is a list of achievements of which the organization is justifiably proud. It is not complete by any means....142 years is a very long time.

- \* 60 years ago convened a meeting to form what was then The Hamilton Council of Social Agencies. Today that organization is the **UNITED WAY**.
- \* The **CHAIN OF OFFICE** which hangs around the shoulders of the Hamilton-Wentworth Regional Chairman was presented to the first Chairman, Mrs. Anne Jones, by your Chamber at the Regional Inaugural in 1972.
- \* The former Hamilton and District Visitors and Convention Bureau was a Chamber initiative.
- \* It was your Chamber of Commerce which brought the **BETTER BUSINESS BUREAU** to the area. The Chamber for many years had been providing a similar service under the auspices of a volunteer committee called The Consumer Protective Division.
- \* The Chamber's Dundas Division spearheaded the first efforts to establish what has since become the very successful Dundas Cactus Festival.
- \* "**CAREER DAY**", held annually for area secondary school students, was started by your Chamber ten years ago. It was the only one of its kind at that time. Many similar programs are now in place across the country.
- \* The Chain of Office the Mayor of Hamilton wears was presented by The Chamber to the City.
- \* The Hamilton Region Arts Council was brought into being by your Chamber of Commerce.
- \* Many years ago your Chamber was the first to recommend a new road at the back of Hamilton Mountain. That road today is Mohawk Road.
- \* **CRIME STOPPERS**, one of the community's most highly respected crime prevention programs, was introduced to the Region by The Chamber.
- \* Fifteen years ago, when it was not the popular thing to do, your Chamber was the only organization promoting the potential of Hamilton Civic Airport. Today those visionaries are beginning to see their predictions come true.

- \* It was your Chamber which introduced Community Pictorials to Canada as a tool to be used to promote economic development. Many other Chambers are now doing the same thing.
- \* **YOUTH TRUST**, a community based organization directing its energies and resources towards the elimination of youth unemployment in Greater Hamilton, was created by your Chamber of Commerce.
- \* **"HOSPITALITY WEEK"** in Greater Hamilton was an initiative of your Chamber (to emphasize the importance of tourism to the economic vitality of the community.)
- \* The **"OUTSTANDING BUSINESS ACHIEVEMENT AWARDS"** presented annually to a large and small area business, were developed by your Chamber.
- \* The **"EXPORT MEDAL OF MERIT"**, also presented annually to an area business for outstanding achievement in the field of exporting, was also an initiative of your Chamber.
- \* The original idea for building ski slopes at Chedoke Civic Golf Course came from your Chamber of Commerce.
- \* The **"HAMILTON HOMECOMING 1984"** was first proposed by your Chamber of Commerce.

## HAMILTON AND DISTRICT CHAMBER OF COMMERCE

# "COMPENSATION REPORT NOW AVAILABLE"

On behalf of your Chamber, SMC Management Consulting has just published a compensation report covering Hamilton office workers and salespeople. The author conducted this survey in co-operation with your Chamber's Industrial Relations Committee.

The very detailed, 27-page report covers 20 job positions in five areas: clerical, financial, information systems, operations, and sales.

It shows not only total compensation, but several major elements such as salary, commission, 19 types of benefits, and company-car practices.

In contrast with many other surveys, the report also shows the correlation (or lack thereof) between pay on the one hand and items such as company size, job experience, educational level, and individual sales performance on the other.

The report costs \$50 for member companies that participated in the survey, \$95 for non-participating members, and \$120 for non-members. Members can order the report from the Hamilton & District Chamber of Commerce (522-1151) or directly from SMC Management Consulting, (1) 849-4949.

A diagram of a parallelogram divided into eight vertical strips by diagonal lines. Each strip contains a sequence of letters, which are the letters of the word 'SURRENDER' repeated eight times in a staggered fashion. The letters in each strip, from left to right, are:

- Strip 1: M, A, U, F, A, C, T, U, R, I, N, G
- Strip 2: S, E, R, V, E, S, I, O, N, I, N, A
- Strip 3: P, R, O, F, E, S, S, I, O, N, A, L
- Strip 4: F, I, N, A, N, C, I, A, L, O, N, G
- Strip 5: C, O, N, S, I, D, E, R, U, C, T, I
- Strip 6: E, D, U, C, T, I, O, N, I, N, A
- Strip 7: G, O, V, E, R, N, M, E, N, T, A, L
- Strip 8: A, L, L, O, T, H, E, R, S

THE ABOVE REFLECTS THE RESULTS OF THE RECENT CHAMBER SURVEY OF ITS MEMBERSHIP REGARDING DAYS OF OPERATION OVER THE UP-COMING CHRISTMAS/NEW YEAR HOLIDAY PERIOD. IF ADDITIONAL INFORMATION IS REQUIRED PLEASE CONTACT JIM MCDOWELL (522-1151).

DECEMBER 25TH, 26TH, 27TH, 28TH AND FRIDAY, JANUARY 1ST